

Executive - Business Development - MP - 26/18

Post Code	MP - 26/18
Qualification	Bachelor's degree in IT, Computer Science, Business Administration, Engineering or a related field or equivalent from a reputed institution
Experience	Minimum 3+ years of experience in sales/business development, preferably in IT, software, cybersecurity, networking, or e-Governance solutions.
Remuneration	Commensurate with qualification & experience and comparable with the best in the industry.
Employment Type	On Contract
Job Location	The position will be based at either GIFT City, Gandhinagar/ GNFC Infotower, Ahmedabad. However, depending on the organizational requirements, the employee may be transferred or posted to any other office location of the Company.
Role Overview	We are looking for a driven and result-oriented Sales Executive to support business development and sales activities for IT, Security, Software, and e-Governance solutions within the Government and PSU sector. The ideal candidate will be responsible for identifying new business opportunities, developing customer relationships, supporting tender and bid activities, and driving sales closures.
Key Responsibilities	> Identify and generate new business opportunities across Central Government, State Government departments, PSUs, and other public sector organizations. > Develop and maintain relationships with government officials, decision-makers, influencers, system integrators, and channel partners. > Generate leads through direct customer engagement, references, market research, networking, and government procurement platforms. > Understand customer requirements and coordinate with internal technical teams to propose suitable IT, security, software, and e-Governance solutions. > Track and follow up on government tenders, RFPs, RFQs, empanelments, rate contracts, and other procurement opportunities. > Support the preparation and submission of technical and commercial proposals, quotations, presentations, and tender documentation. > Develop a strong sales pipeline and regularly update opportunity status, expected closures, and sales forecasts. > Conduct customer meetings, product presentations, demonstrations, and solution discussions as required. > Coordinate with presales, technical, finance, operations, and management teams to ensure smooth execution of sales opportunities. > Follow up with customers on quotations, purchase orders, approvals, contracts, and other commercial requirements. > Support post-sales account management and identify opportunities for upselling and cross-selling. > Follow up on invoicing, payment approvals, outstanding payments, and collection activities in coordination with finance and customer teams. > Maintain accurate records of customer interactions, opportunities, tenders, quotations, and sales activities in CRM or internal systems. > Keep track of government schemes, digital transformation initiatives, IT projects, cybersecurity requirements, and relevant procurement developments. > Achieve assigned sales targets and contribute to overall business growth.

	> Travel to government departments, PSU offices, customer locations, and partner locations as required.
Additional Information	> Experience selling IT infrastructure, cybersecurity, software, networking, surveillance/security solutions, cloud, or e-Governance solutions. > Experience working with Central/State Government departments, PSUs, government agencies, or system integrators. > Familiarity with Government IT budgets, procurement cycles, and digital transformation initiatives.
Interested candidates may fill-up the application form online through mentioned link as well as upload the detailed resume latest by 14/09/2026	